

WATER MANAGEMENT, INC.
117 CLERMONT AVE.
ALEXANDRIA, VA 22304
(703) 370-9070

www.watermgt.com

Water Management, Inc. (WMI) is the leading water efficiency company in the country. We have been designing and implementing water efficiency programs since 1980. WMI services military bases, commercial office buildings, Public Housing Authorities, Federal and State facilities and multi unit housing properties. WMI also partners with a number of major Energy Service Companies and Energy Engineering Firms to offer comprehensive Energy and Water Savings Programs.

The majority of our business comes from long-term, performance-based programs in which our compensation is based on the savings generated by our work. This long-term orientation guides every decision we make. We are committed to the concepts of reducing water consumption to the most efficient level possible while improving the quality of life.

WMI's approach to water efficiency involves several beliefs:

- Water efficiency is not a short-term proposition. Any successful water efficiency program must be designed for the long term. Quick fixes reduce consumption in the short run, but water consumption tends to rise in the absence of an ongoing, proactive effort.
- The design of a water efficiency program must be site-specific. What works on one property will not always work on another. Before work can commence, detailed site surveys (audits) must be performed. Our water efficiency programs are individually designed with the particular needs of each property in mind.
- Continuous Research and Development. We use only the highest quality, most durable parts on the market. We are constantly testing new products in our laboratory and in the field to determine their applicability to our programs, and we pride ourselves on being on the cutting edge of water-saving technology.
- Innovative products alone cannot lower water consumption. Because of the differences in water quality, variability among existing plumbing fixtures, differences in manufacturers' quality control, and even differences in physical layout of buildings, no single product can be successfully applied to every case.

WMI's team is able to serve anywhere in the United States. We are members of Association of Energy Engineers, National Apartment Association, Apartment & Office Building Association, Association of Professional Energy Managers, American Society of Plumbing Engineers, American Water Works Assoc., Community Associations Institute, Property Management Association, National Association of Housing & Redevelopment Officials, Chamber of Commerce and Better Business Bureau.

James R. Horner (Russ), President

russ_horner@watermgt.com

ESCO -1		ENERGY SERVICES COMPANY – (ESCO)																	
(7/22/2002)		SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																	
Submitted By (Firm Name): Water Management, Inc.																			
Submittal For (Project Title): Services for Energy Performance Contracting																			
1) FIRM NAME AND ADDRESS: (office where work will be done) Water Management, Inc. 117 Clermont Avenue, Alexandria, VA 22304-4837 TELEPHONE: 703-370-9070 FAX : 703-370-9179 FEIN/SSN: 54-115-2417		2) YEARS IN BUSINESS a) Under Present name: 22 b) List other names and years																	
3) NAMES AND ADDRESS OF PARENT COMPANIES: (if any) TELEPHONE: FAX:		4) SPECIFY TYPE OF OWNERSHIP: <table border="0"> <tr> <td><input type="checkbox"/></td> <td>Sole Proprietorship</td> <td><input type="checkbox"/></td> <td>MBE</td> </tr> <tr> <td><input type="checkbox"/></td> <td>Partnership</td> <td><input type="checkbox"/></td> <td>SBE</td> </tr> <tr> <td><input type="checkbox"/></td> <td>Professional Corp</td> <td><input type="checkbox"/></td> <td>WBE</td> </tr> <tr> <td><input checked="" type="checkbox"/></td> <td>Corporation</td> <td><input type="checkbox"/></td> <td></td> </tr> </table> Virginia Certificate of Authority Dated Corporate ID 0210866-0 2002 Business license 2705 047667A expires 3/31/2003		<input type="checkbox"/>	Sole Proprietorship	<input type="checkbox"/>	MBE	<input type="checkbox"/>	Partnership	<input type="checkbox"/>	SBE	<input type="checkbox"/>	Professional Corp	<input type="checkbox"/>	WBE	<input checked="" type="checkbox"/>	Corporation	<input type="checkbox"/>	
<input type="checkbox"/>	Sole Proprietorship	<input type="checkbox"/>	MBE																
<input type="checkbox"/>	Partnership	<input type="checkbox"/>	SBE																
<input type="checkbox"/>	Professional Corp	<input type="checkbox"/>	WBE																
<input checked="" type="checkbox"/>	Corporation	<input type="checkbox"/>																	
5) NAMES OF NOT MORE THAN TWO PRINCIPALS: (Title, email, and Phone Number) James R. Horner, President russ_horner@watermgt.com 703-370-9070 Thomas S. Horner, Vice President tom_horner@watermgt.com 703-370-9070																			
6) PROPOSED CONSULTANTS OR OTHER OFFICE PROVIDING SERVICES: <table border="0"> <thead> <tr> <th><u>FIRM NAME</u></th> <th><u>FUNCTION / RESPONSIBILITY</u></th> <th><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>2rw Consultants, Inc</td> <td>Energy Auditing, Engineering, Design</td> <td>yes</td> </tr> </tbody> </table>			<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	2rw Consultants, Inc	Energy Auditing, Engineering, Design	yes											
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2rw Consultants, Inc	Energy Auditing, Engineering, Design	yes																	
(Attach Firm Data Form ESCO -2 for each consultant or other office)																			
6) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY DISCIPLINE: (List each person only once)																			
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Total</u>	<u>Assigned</u>															
Project Managers			6	2															
Energy Specialists			6	1															
Estimators			3	1															
Schedulers			2	1															
Safety Officer			1	1															
Procurement			2	1															
Accountants			3	1															
Clerical Staff			4	1															
Inspectors			8	2															
Hazmat Specialists																			
Engineers	1	4	5	2															
Architects																			
CADD Operators																			
Specifications																			
Installation and Repair Crew			27	6															
TOTALS	1	4	61	19															

ESCO - 4 7/22/2002	ENERGY SERVICES COMPANY – (ESCO)										
PERSONNEL QUALIFICATIONS											
Submitted By (Firm Name): Water Management, Inc.											
Submittal For (Project Title): Services for Energy Performance Contracting											
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.											
1) NAME AND TITLE: Thomas V. Bee, PE											
TYPICAL DUTY OR ASSIGNMENT: Tom's typical work is in developing water savings estimates and contract proposals.											
2) ASSIGNMENT FOR THIS PROJECT: Tom will review audits and engineering aspects and assist in the development of individual project proposals and cost estimates											
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 30 percent											
3) EMPLOYEE OF WMI											
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 40+ WITH THIS FIRM: 5											
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: <table style="width: 100%; border: none;"> <tr> <td style="width: 30%;">Syracuse University</td> <td style="width: 10%;">1958</td> <td style="width: 60%;">Russian Language (U.S. Air Force program)</td> </tr> <tr> <td>University of Wisconsin B.S.</td> <td>1965</td> <td>Civil Engineering</td> </tr> <tr> <td>Roosevelt University</td> <td>1967-1968</td> <td>Public Administration</td> </tr> </table>			Syracuse University	1958	Russian Language (U.S. Air Force program)	University of Wisconsin B.S.	1965	Civil Engineering	Roosevelt University	1967-1968	Public Administration
Syracuse University	1958	Russian Language (U.S. Air Force program)									
University of Wisconsin B.S.	1965	Civil Engineering									
Roosevelt University	1967-1968	Public Administration									
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type Virginia 1975 Civil Engineering COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER: ARCHITECT# ENGINEER # 0402 007352											
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <p>Tom is a Professional Engineer, working as an independent energy and water conservation consultant. He has extensive experience in Department of Defense facilities and energy programs. When he retired from Government Service in 1997, he was serving as Deputy Director of Energy and Engineering in the Office of the Secretary of Defense.</p> <p>Tom began his engineering career with the Chicago District Corps of Engineers in 1965 inspecting construction. He later worked in planning, design and project management for the Naval Facilities Engineering Command at Great Lakes, as a staff engineer for the Naval Reserve Command, a project manager for the development of the Trident Submarine Base at Bangor Washington, staff engineer for the Chief of Army Reserve, and a civil engineer in various assignments within the Office of the Secretary of Defense, including four years as Director of Engineering, Construction and Housing.</p> <p>Tom received his civil engineering degree from the University of Wisconsin in 1965. While attending the University, he worked part time as a land surveyor. Prior to that, he served in Air Force as a Russian linguist and worked for his father in a small construction business in rural Wisconsin.</p>											
The foregoing is a statement of fact. Typed name Thomas V. Bee, Senior Engineer Signature: _____ and title:											

ESCO - 4 7/22/2002	ENERGY SERVICES COMPANY – (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Water Management, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting PC#		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Thomas S. Horner, Vice President TYPICAL DUTY OR ASSIGNMENT: Tom's typical work is product research and testing.		
2) ASSIGNMENT FOR THIS PROJECT: Tom will serve as an alternate program manager and company negotiator, as well as chief technical advisor in water efficiency measures PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 10		
3) EMPLOYEE OF WMI		
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 23 WITH THIS FIRM: 22		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: The George Washington University BS 1979 Civil Engineering		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER: ARCHITECT# ENGINEER #		
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Tom is the cofounder of WMI. As such, he has overseen the implementation of thousands of water efficiency programs in the private sector multi-unit residential facilities, numerous Federal and Local Government facilities such as prisons, schools, office buildings, and public housing projects. His extensive market research and product testing makes him a much sought after advisor of Government and Industry as a Nationally recognized water-efficiency expert. His article in the August 1998's Plumbing Engineer entitled "Using Performance Contracting to Boost Water Resource Efficiency" set the stage for quality investment opportunities for facility owners and managers. As Co-chairman of the water sub-committee of the IPMVP (International Performance Measurement and Verification Protocol), he has been instrumental in integrating life-cycle cost accounting principles into water and sewer cost savings programs.		

ESCO - 4 7/22/2002	ENERGY SERVICES COMPANY – (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Water Management, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Anthony Cimini Senior Project Manager TYPICAL DUTY OR ASSIGNMENT: Oversees day-to-day work of auditors, installation crews and client training		
2) ASSIGNMENT FOR THIS PROJECT: Tony will act as project manager for WMI, making routine day-to-day decisions on scheduling, staffing, and quality control PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 90		
3) EMPLOYEE OF WMI		
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 27 WITH THIS FIRM: 17		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Navy Nuclear Power School 1975 graduate Florida Institute of Technology 1979 Underwater Technology		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER: ARCHITECT# ENGINEER #		
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Tony is our senior project manager. He was responsible for the successful completion of various WMI projects. These include work at the U.S. Merchant Marine Academy, Langley AFB, the Goddard Space Flight Center, the U.S. Health and Human Services headquarters, the National Institute of Health, Naval Base Charleston, SC, and Naval Base Guantanamo Bay, Cuba as well as many of our private sector projects. Tony is an expert in water efficiency of all types. He literally knows water from the inside out!		
The foregoing is a statement of fact.		

ESCO -4 7/22/2002	ENERGY SERVICES COMPANY (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): 2rw Consultants, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting PC#		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Joseph E. Lenzi, P.E., CEM TYPICAL DUTY OR ASSIGNMENT: Senior Mechanical Engineer		
2) ASSIGNMENT FOR THIS PROJECT: Engineering Project Manager PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		
3) EMPLOYEE OF: 2rw Consultants, Inc. 800 E. Leigh Street, Suite 206-4 Richmond, VA 23219		
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 22 WITH THIS FIRM: 2		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Mechanical Engineering University of Virginia 1995 MS Business Virginia Tech 1974 BS Business Management Virginia Tech 1970		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type 1999 Virginia PE 1995 Certified Energy Manager 1997 Certified Cogeneration Professional		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT: <p>Mr. Lenzi is a senior mechanical engineer and project manager with 2rw where he is responsible for energy systems design and analysis including HVAC and electrical system. He is experienced in the design and construction of commercial and institutional facilities, hospitals and museums. Mr. Lenzi has also been responsible for computerized studies of building energy consumption; supervision and inspection of project construction; code compliance reviews project cost estimations, measurement and verification, and performance contracting. He has expertise in evaluating utility system alternatives with emphasis on economic and environmental considerations. Mr. Lenzi has over 22 years experience in project design and management.</p> <p>Before joining 2rw, Mr. Lenzi worked for Teng & Associates where served as a project manager in charge of HVAC performance contracting, energy systems upgrades and the development of site-specific measurements and verification techniques and standards. Mr. Lenzi has extensive experience in the development and installation of energy metering networks; data communications infrastructure; and on-site generation.</p>		
The foregoing is a statement of fact. Typed name Robert R. Somers, II, PE, Ph.D. Signature: _____ and title: President Date: December 18, 2002		

ESCO - 4 7/22/2002	ENERGY SERVICES COMPANY – (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Water Management, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: James R. Horner, President		
TYPICAL DUTY OR ASSIGNMENT: Responsible to client for overall project implementation. Staffs project, reviews analyses and cost estimates, and provides technical guidance		
2) ASSIGNMENT FOR THIS PROJECT: Overall program manager. The extent to which he will devote time will depend upon the scope of the program, i.e. how many or how large the projects may be.		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 10 percent		
3) EMPLOYEE OF: WMI		
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 22 WITH THIS FIRM: 22		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: The George Washington University B.S. 1976 Chemistry and Zoology The George Washington University M.S. 1978 Science and Technology		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER: ARCHITECT# ENGINEER #		
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Russ is a cofounder of WMI- the Nation's leading water efficiency company. Russ is a life-long advocate for the environment. His contribution is to save water and associated energy. He is a Nationally recognized expert in water efficiency and is often called upon by industry and government for water conservation advice. Over the past 22 years he has built a business with thousands of satisfied customers. The core element of his business is a shared-savings program where WMI develops the program, finances the improvements installs the equipment and maintains the equipment over the life of the contract. WMI gets paid out of a portion of the savings achieved in the water and sewer bills. This type of contract has forced WMI to identify and use the very best life-cycle cost effective energy measures that still satisfy end users. End user satisfaction is essential to the building of a client base.		

ESCO - 4	ENERGY SERVICES COMPANY – (ESCO)	
7/22/2002	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Water Management, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE:	James G. Riesenberger, Vice President of Operations, San Diego office	
TYPICAL DUTY OR ASSIGNMENT:	Responsible for the development of commercial and industrial water conservation programs. He supervises water use audits and develops contract proposals for water efficiency programs	
2) ASSIGNMENT FOR THIS PROJECT:	Jim will assist in the development of particularly difficult water efficiency measures. His involvement will depend upon the type of individual projects that may arise from this RFP.	
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		10 percent
3) EMPLOYEE OF: WMI		
4) YEARS OF EXPERIENCE:	TOTAL EXPERIENCE: 22 WITH THIS FIRM: 8	
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION:		
State University of New York B.E. 1973 Naval Architectural Engineering		
American University 1979 Graduate Studies		
The Trane Company 1980 Engineering Graduate Training		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type		
COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER:		
ARCHITECT# ENGINEER #		
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT		
<p>Jim is responsible for the development of new business, primarily in the industrial process and commercial facilities sectors. Jim has extensive experience in energy and water conservation beginning in 1980 as an account executive for the Trane Company. Since then Jim has worked on an extensive list of energy and water conservation projects. His knowledge of energy as well as water conservation measures adds a new dimension to WMI's capabilities.</p> <p>In 1996 Jim co-founded a company very similar to WMI. That company, Water Management Services of San Diego, CA was purchased by WMI this past year. Since then Jim has led the WMI effort to expand our business into the industrial process sector. Jim is our expert on car wash facilities, chicken processing plants, commercial laundry operations, and central heating systems among other one of a kind projects.</p>		
The foregoing is a statement of fact.		

ESCO - 4 7/22/2002	ENERGY SERVICES COMPANY – (ESCO)		
	PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Atlantic United Energy, L.L.C.			
Submittal For (Project Title): Services for Energy Performance Contacting PC#			
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: Greg Dommert President TYPICAL DUTY OR ASSIGNMENT: Sales & Marketing			
2) ASSIGNMENT FOR THIS PROJECT: Small Business Coordinator for Central Virginia and product research PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 5			
3) EMPLOYEE OF: Atlantic United Energy, L.L.C.			
4) YEARS OF EXPERIENCE: 21 TOTAL EXPERIENCE: 21 Years WITH THIS FIRM: 1 Year			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Southwestern Oklahoma State University / B.A. Education / 1979			
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION/LICENSE NUMBER: ARCHITECT# ENGINEER #			
7) EXPERIENCE AND/OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 20 years in the Electrical Wholesale Distribution of Lighting and Energy Related Products and Solutions			
The foregoing is a statement of fact. Typed name Greg Dommert Signature: Greg Dommert and title: President Date: 03/11/03			

ESCO-4 (7/22/2002)	<h2 style="margin: 0;">ENERGY SERVICES COMPANY</h2>	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): 2rw Consultants, Inc.		
Submittal For (Project Title): Services for Energy Performance Contracting PC#		
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Robert R. Somers, II, PE, Ph.D.		
TYPICAL DUTY OR ASSIGNMENT: Principal-In-Charge		
2) ASSIGNMENT FOR THIS PROJECT: Principal-In-Charge		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		
3) EMPLOYEE OF: 2rw Consultants, Inc. 100 10th Street, NE, Suite 202 Charlottesville, VA 22902		
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 27 WITH THIS FIRM: 17		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: <div style="display: flex; justify-content: space-between;"> <div> University of Virginia Pennsylvania State University Pennsylvania State University </div> <div> Ph.D. MS BS </div> <div> 1983 1977 1975 </div> <div> Mechanical Engineering Mechanical Engineering Mechanical Engineering </div> </div>		
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type <div style="display: flex; justify-content: space-between;"> <div> 1996 1981 1994 1996 1998 1998 </div> <div> National Council of Examiners for Engineers & Surveyors VA Professional Engineer DE Professional Engineer IN Professional Engineer PA Professional Engineer SD Professional Engineer </div> <div> # 14780 # 12631 # 9062 # 19700005 #052881 #6360 </div> <div> 1998 WV Professional Engineer </div> </div>		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT: <p>Robert Somers received his Ph.D. at the University of Virginia, and is the President and co-founder of 2rw. He has developed significant expertise in the fields of design, energy conservation, building system inspections, renovations and new construction. Dr. Somers has managed 2rw contracts with many public and private organizations to provide technical services, including the Virginia Division of Energy, the University of Virginia, the Virginia Department of Mental Health, Mental Retardation, and Substance Abuse Services, the Virginia Department of Transportation, the United States Steel Corporation (Pittsburgh, PA, Clairton, PA, and Fairfield, AL), the United States Navy LANTDIV, Norfolk, VA, and numerous public colleges and universities.</p> <p>Dr. Somers has directed multi-disciplinary teams (Architects, Civil Engineers, Structural Engineers, Mechanical Engineers and Electrical Engineers) in the inspection, analysis, design, and contract administration of renovations. The scope of services for these activities have included energy conservation, new roofing, siding, windows, heating systems, air conditioning, electrical distribution, lighting, building automation systems, and site improvements.</p> <p>He has managed the facility condition inspections of US Naval facilities at the US Naval Academy, Annapolis, MD; NSGA Winter Harbor, ME; NAS Sigonella, Italy; and NSA Naples, Italy. Mr. Somers also managed the facilities needs assessments at the University of Delaware, Bowling Green State University, and Travis County, Texas.</p> <p>Dr. Somers has years of experience with performance contracting in the public and private sector as well as experience in monitoring and verification of savings. He has reviewed energy conservation proposals submitted to the Commonwealth of Virginia, Division of Energy for funding. The engineers examine the technical merits of the proposals, examining the suitability and financial viability of proposed measures. During and after construction, Dr. Somers has inspected the conservation measure installations to verify that the work has been installed according to the proposals and projected energy use reductions.</p>		
The foregoing is a statement of fact.		
Typed name Robert R. Somers, II, PE, Ph.D		Signature: _____
And title: President		Date: December 18, 2002

ESCO -4 (7/22/2002)	ENERGY SERVICES COMPANY (ESCO)		
	PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): 2rw Consultants, Inc.			
Submittal For (Project Title): Services for Energy Performance Contracting PC#			
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: Joseph M. Nackley			
TYPICAL DUTY OR ASSIGNMENT: Mechanical Engineer			
2) ASSIGNMENT FOR THIS PROJECT: Mechanical Engineer			
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:			
3) EMPLOYEE OF: 2rw Consultants, Inc. 100 10 th Street, NE, Suite 202 Charlottesville, VA 22902			
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 17 WITH THIS FIRM: 2			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Louisiana State University BS Engineering 1983 James Madison University Collegiate Professional License in Science 1995			
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT: Mr. Nackley is a mechanical engineer for 2rw where he is responsible for the evaluation and design of building control systems including pneumatic, electronic and automation systems; computerized studies of building energy consumption; HVAC, and plumbing systems design for commercial, industrial and institutional facilities; inspection of project construction; energy systems analysis and design; code compliance reviews and project cost estimations. Mr. Nackley has over 16 years of experience. Before joining 2rw Mr. Nackley was employed by Whitescarver, Hurd and Obenchain Consulting Engineers where he designed commercial HVAC systems, both DX and chilled water; developed proposals and cost estimates for HVAC renovations; and direct CADD, electrical and plumbing support of design. Projects of interest include HVAC design for Wilowings Resturant and plumbing design for new Southern Park Spray Ground and restrooms.			
The foregoing is a statement of fact.			
Typed name Robert R. Somers, II, PE, Ph.D.		Signature: _____	
and title: President			
		Date: December 18, 2002	

ESCO-4 (7/22/2002)	ENERGY SERVICES COMPANY (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): 2rw Consultants, Inc.		
Term Contract	PC#	
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE:	Thomas "Thom" Zirkle	
TYPICAL DUTY OR ASSIGNMENT:	Project Engineer	
2) ASSIGNMENT FOR THIS PROJECT:	Electrical Engineer	
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		
3) EMPLOYEE OF:	2rw Consultants, Inc. 100 10th Street, NE, Suite 202 Charlottesville, VA 22902	
4) YEARS OF EXPERIENCE:	TOTAL EXPERIENCE:	20
	WITH THIS FIRM:	3
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION:		
J. Sergeant Reynolds Community College	Electrical Engineering	1981
Richmond Polytechnic Center	AS Degree in Electricity, VA. Journeyman's License	1984
ICS	Electrical Engineering Technologies Program	1996
Army Corps of Engineers	Certified for Quality Control Management	1999
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT:		
<p>Mr. Zirkle is an electrical engineer for 2rw where he is responsible for aspects of design, including design analyses, contract drawings, specifications, and cost estimates for electrical systems. He conducts field investigations, shop drawing reviews, and final inspections for projects. He is responsible for the design of lighting, communication systems, signal systems, lightning protection and grounding, and power distribution for buildings, as well as underground and overhead utility routing.</p> <p>Since his employment with 2rw Mr. Zirke has provided electrical engineering support for Appomattox Elementary School, Clark Elementary School, Western Albemarle High School, Louisa County High School, George Mason University and the University of Virginia.</p> <p>Before joining 2rw, Mr. Zirkle worked for Dorey Electric Company as a Quality Control Engineer for the National Ground Intelligence Center. His responsibilities included acceptance of products, electrical security, fire alarm, telecommunication system installation, design, testing and documentation based on government specifications and national standards. Previous to that Mr. Zirkle was employed by Virginia Power where he was a Production Coordinator at the Bellemeade Power Station where he was in charge of facilities management including engineering, purchasing, planning, budget development and safety and environmental compliance officer.</p>		
The foregoing is a statement of fact.		
Typed name	Robert R. Somers II, PE, Ph.D.	Signature: _____
and title:	President	
	Date:	December 18, 2002

CADD Operators				
Specifications				
Installation and Repair Crew			27	6
TOTALS	1	4	61	19

ESCO-4 (7/22/2002)	ENERGY SERVICES COMPANY – (ESCO)														
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Submitted By (Firm Name): 2rw Consultants, Inc.															
Submittal For (Project Title): Services for Energy Performance Contracting PC#															
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.															
1) NAME AND TITLE:		Robert E. Crowell, PE, Vice President													
TYPICAL DUTY OR ASSIGNMENT:		Principal-in-Charge, Project Manager													
2) ASSIGNMENT FOR THIS PROJECT:		Design Project Manager													
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:															
3) EMPLOYEE OF:		2rw Consultants, Inc. 100 10th Street, NE, Suite 202 Charlottesville, VA 22902													
4) YEARS OF EXPERIENCE:		TOTAL EXPERIENCE: 19 WITH THIS FIRM: 17													
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Virginia BSME 1981 Mechanical Engineering (Thermodynamics)															
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type <table border="0"> <tr> <td>1997</td> <td>National Council of Examiners for Engineers and Surveyors # 15111</td> </tr> <tr> <td>1985</td> <td>VA Professional Engineer # 17082</td> </tr> <tr> <td>1989</td> <td>NC Professional Engineer # 15508</td> </tr> <tr> <td>1990</td> <td>FL Professional Engineer # 43023</td> </tr> <tr> <td>1994</td> <td>GA Professional Engineer # 21111</td> </tr> <tr> <td>1996</td> <td>SC Professional Engineer # 17401</td> </tr> </table>				1997	National Council of Examiners for Engineers and Surveyors # 15111	1985	VA Professional Engineer # 17082	1989	NC Professional Engineer # 15508	1990	FL Professional Engineer # 43023	1994	GA Professional Engineer # 21111	1996	SC Professional Engineer # 17401
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7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT: <p>Mr. Crowell is Vice President and co-founder of 2rw. He is responsible for all aspects of the design and inspections services as well as quality control. Mr. Crowell has extensive experience in conducting facility condition inspections and ozone depleting substance surveys for Naval facilities in the Atlantic Division. His experience also includes both mechanical and electrical design for new construction and renovation. He has managed design projects involving heating, ventilation, and air conditioning design, steam generation systems, electrical upgrades, fire alarm systems and more. He has experience in all aspects of implementing new designs including feasibility analysis, pre-conceptual designs, competitive bidding, contract negotiations, construction administration, and commissioning for numerous projects.</p> <p>Mr. Crowell has provided engineering services for numerous projects at institutions in Virginia since 1983. During this time he has participated in many types of projects at various facilities. He has served as engineering consultant to many architectural firms that have provided services to various institutions, and has been Principa-In-Charge and Project Manager for 2rw's prime engineering contracts with institutions.</p>															
The foregoing is a statement of fact.															
Typed name Robert R. Somers, II, PE, Ph.D.		Signature: _____													
and title: President															
		Date: December 18, 2002													

ESCO -2 (12/96)	ENERGY SERVICES COMPANY (ESCO)																																																																																									
	CONSULTANT / OTHER OFFICE																																																																																									
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1) CONSULTANT AND ADDRESS: (where work will be done) 2rw Consultants, Inc. 100 10th Street, NE, Suite 202 Charlottesville, VA 22902-5344 TELEPHONE: 804-296-2116 FAX: 434-977-1862 FEIN/SSN: 54-1641730			2) YEARS IN BUSINESS a) Under Present name: 16 b) List other names and years																																																																																							
3) NAMES AND ADDRESS OF PARENT COMPANIES: (if any) TELEPHONE: FAX:			4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Professional Corp <input type="checkbox"/> Corporation </td> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> MBE <input checked="" type="checkbox"/> SBE <input type="checkbox"/> WBE <input type="checkbox"/> </td> </tr> </table> Virginia Certificate of Authority Dated Oct 18, '85			<input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Professional Corp <input type="checkbox"/> Corporation	<input type="checkbox"/> MBE <input checked="" type="checkbox"/> SBE <input type="checkbox"/> WBE <input type="checkbox"/>																																																																																			
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5) NAMES OF NOT MORE THAN TWO PRINCIPALS: (Title and Phone Number) <table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">Robert R. Somers, II, PE, Ph.D.</td> <td style="width: 33%;">President</td> <td style="width: 33%;">434-296-2116</td> </tr> <tr> <td>Robert E. Crowell, PE</td> <td>Vice President</td> <td>434-296-2116</td> </tr> </table>						Robert R. Somers, II, PE, Ph.D.	President	434-296-2116	Robert E. Crowell, PE	Vice President	434-296-2116																																																																															
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6) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY DISCIPLINE: (List each person only once) <table style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <thead> <tr> <th style="width: 40%;"></th> <th style="width: 15%; text-align: center; border-bottom: 1px solid black;"><u>Licensed</u></th> <th style="width: 15%; text-align: center; border-bottom: 1px solid black;"><u>Unlicensed</u></th> <th style="width: 15%; text-align: center; border-bottom: 1px solid black;"><u>Draft</u></th> <th style="width: 15%; text-align: center; border-bottom: 1px solid black;"><u>Field</u></th> </tr> </thead> <tbody> <tr><td>Project Managers</td><td style="text-align: center;">2</td><td style="text-align: center;">1</td><td></td><td></td></tr> <tr><td>Architects</td><td></td><td></td><td></td><td></td></tr> <tr><td>Civil Engineers</td><td></td><td></td><td></td><td></td></tr> <tr><td>Structural Engineers</td><td></td><td></td><td></td><td></td></tr> <tr><td>Mechanical Engineers</td><td style="text-align: center;">1</td><td style="text-align: center;">5</td><td></td><td></td></tr> <tr><td>Electrical Engineers</td><td style="text-align: center;">1</td><td style="text-align: center;">2</td><td></td><td></td></tr> <tr><td>Energy Engineer</td><td></td><td style="text-align: center;">1</td><td></td><td></td></tr> <tr><td>Energy Specialists</td><td></td><td style="text-align: center;">1</td><td></td><td></td></tr> <tr><td>Landscape Architects</td><td></td><td></td><td></td><td></td></tr> <tr><td>Interior Designers</td><td></td><td></td><td></td><td></td></tr> <tr><td>Asbestos Designers</td><td></td><td></td><td></td><td></td></tr> <tr><td>Surveyors</td><td></td><td></td><td></td><td></td></tr> <tr><td>Construction Admin Inspectors</td><td></td><td></td><td></td><td></td></tr> <tr><td>CADD Operators</td><td></td><td></td><td style="text-align: center;">2</td><td></td></tr> <tr><td>Specifications</td><td></td><td></td><td></td><td></td></tr> <tr> <td>TOTALS</td> <td style="text-align: center;">4</td> <td style="text-align: center;">10</td> <td style="text-align: center;">2</td> <td></td> </tr> </tbody> </table>							<u>Licensed</u>	<u>Unlicensed</u>	<u>Draft</u>	<u>Field</u>	Project Managers	2	1			Architects					Civil Engineers					Structural Engineers					Mechanical Engineers	1	5			Electrical Engineers	1	2			Energy Engineer		1			Energy Specialists		1			Landscape Architects					Interior Designers					Asbestos Designers					Surveyors					Construction Admin Inspectors					CADD Operators			2		Specifications					TOTALS	4	10	2	
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8) HAS SOMEONE IN FIRM ATTENDED THE BCOM CAPITAL OUTLAY MANUAL TRAINING? NAME(S):																																																																																										
9) HOW MANY PROJECTS HAS THE CONSULTANT WORKED WITH THE PROPOSER IN THE LAST FIVE YEARS?																																																																																										
10) LIMITS OF PROFESSIONAL LIABILITY INSURANCE AND DEDUCTIBLE: \$1,000,000 (\$7,500 deductible)																																																																																										
The foregoing is a statement of fact. Typed name Robert R. Somers II, PE, Ph.D. Signature: _____ and title: President <div style="text-align: right;">Date: December 18, 2002</div>																																																																																										

ESCO -4 (7/22/2002)	ENERGY SERVICES COMPANY (ESCO)		
	PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): 2rw Consultants, Inc.			
Submittal For (Project Title): Services for Energy Performance Contracting PC#			
BRIEF RESUME FOR KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: Robert B. McAtee, PE TYPICAL DUTY OR ASSIGNMENT: Project Manager			
2) ASSIGNMENT FOR THIS PROJECT: Project Mechanical Engineer PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:			
3) EMPLOYEE OF: 2rw Consultants, Inc. 100 10th Street, NE, Suite 202 Charlottesville, VA 22902-5344			
4) YEARS OF EXPERIENCE: TOTAL EXPERIENCE: 9 WITH THIS FIRM: 5			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Virginia BS 1991 Mechanical Engineering			
6) ACTIVE REGISTRATION: Year first registered / State / Discipline or Type 1998 Commonwealth of Virginia Professional Engineer			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS PROJECT: <p>Mr. McAtee is a project manager for 2rw where he is responsible for all aspects of evaluation and design of building control systems including pneumatic, electronic and automation systems; computerized studies of building energy consumption; HVAC and plumbing systems design for educational, commercial, industrial and residential facilities; code compliance reviews and project cost estimations. He is also responsible for mechanical design projects involving new and replacement HVAC systems, performing HVAC loads analyses, and performing energy conservation analyses for facilities.</p> <p>Robert McAtee is responsible for conducting mechanical and electrical Facility Condition Inspections for Naval facilities in the Atlantic Division, and Facility Condition Assessments for the Immigration and Naturalization facilities in the United States. Naval facilities have included NAVACTS London, UK; NSA Naples, Italy; FSO Bahrain; and NSGA Winter Harbor, ME. INS facilities include Border Patrol Headquarters in Texas. Mr. McAtee was also involved with the facilities condition assessments for several universities.</p> <p>Mr. McAtee is currently designing a heating and cooling system to be power by photovoltaics for the Nature Conservatory.</p> <p>Projects of interest include: Liberty Middle School, Hanover County; Johnson Williams School, Berryville, VA.; Manassas Park Elementary School, Manassas Park, VA.; University of Virginia, Charlottesville, VA.; and Bridgewater College.</p>			
The foregoing is a statement of fact.			
Typed name Robert R. Somers II, PE, Ph.D.		Signature: _____	
and title: President		Date: December 18, 2002	

